

ATTACHMENT 2

NON-INCUMBENT MULTINATIONAL CARRIERS – U.S. AND FOREIGN

1st Quarter 1999 Revenue

CARRIER	\$M 1 st Quarter of 1998	% Year to Year Change from 1 st Quarter of 1997 to 1998	\$M 1 st Quarter of 1999	% Year to Year Change from 1 st Quarter of 1998 to 1999
Teleglobe ¹	860	26%	747	-13%
Equant	>200/320 ²	200%	444	39%
RSL Communications	132	212%	340	159%
Star Telecom	129	52%	228	67%
Global Telesystems Group ³	78	54%	171	270%
Energis ⁴	66	57%	168	73%
IDT Corporation	87	153%	161	127%
Pacific Gateway Exchange	105	104%	141	34%
COLT Telecom Group	59	134%	137	130%
Primus Telecom Group ⁵	118	24%	131	64%
Viatel ⁶	21.2	46%	62	190%
WorldCom ⁷	2,350	39%	NA	NA
Telegroup ⁴	86	16%	NA	NA
Esprit Telecom Group ⁵	24	36%	NA	NA

¹ Data for 1999 reflect only revenue for Teleglobe Communications Corporation (TCC) while 1998 data reflect combined revenues for TCC and Excel Canada.

² Equant, a U.K.-based telecom operator, reports on a 6-month basis that runs from January 1-June 30 and July 1-December 31. The numbers compare the 6-month period ending June 30, 1998 to the 6-month period ending June 30, 1999. Equant's actual revenues for the 6-month period ending June 31, 1998 were \$320 million.

³ Global TeleSystems Group's purchased Esprit Telecom.

⁴ Energis' revenues reflect an end-of-year total for 1998. Revenues totaled \$97.1 million for end-of-year 1997, and therefore revenues grew 73% from 1997 to 1998.

⁵ Primus acquired some of Telegroup's assets after Telegroup filed for bankruptcy.

⁶ Viatel has been added to the list. It is a new entrant with a strong international presence.

⁷ Information for WorldCom has not been provided because it merged with MCI.

Source: Bankers Trust Alex Brown: "Turf War On a Global Scale 3.0," Communications Services, June 1, 1999.
Some information has been obtained from company web sites.